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WHERE 80 PER CENT OF CITY'S MILK IS HANDLED

BACKACHE NOT A DISEASE

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Backache is a symptom of organic weakness or derangement. If you have backache don't neglect it. To get permanent relief you must reach the root of the trouble. Read about Mrs. Woodall's experience.

Morton's Gap, Kentucky.—"I suffered two years with female disorders, my health was very bad and I had continual backache which was simply awful. I could not stand on my feet long enough to cook a meal's victuals without my back nearly killing me, and I would have such dragging sensations I could hardly bear it. I had soreness in each side, could not stand tight clothing, and was irregular. I was completely run down. On advice I took Lydia E. Pinkham's Vegetable Compound and am enjoying good health. It is now more than two years and I have not had an ache or pain since. I do all my own work, washing and everything, and never have backache any more. I think your medicine is grand and I praise it to all my neighbors. If you think my testimony will help others you may publish it."—Mrs. OLLIE WOODALL, Morton's Gap, Kentucky.

If you have the slightest doubt that Lydia E. Pinkham's Vegetable Compound will help you, write to Lydia E. Pinkham Medicine Co. (confidential) Lynn, Mass., for advice. Your letter will be opened, read and answered by a woman, and held in strict confidence.

greatly increased in the last few years. A much better quality is being produced at the dairies than formerly and from cows tuberculin tested at heavy loss. The handling of the milk at the laboratory on Sheridan street has been vastly improved by the installation of the celebrated Goucher Electrical System, a refrigerating plant by which the milk is now cooled to 40 degrees and a bottling department, practically all milk being delivered in bottles.

The greatly increased cost of labor has also added to the expense. Probably no class of men are compelled to work longer hours or with so little remuneration, or so steadily 365 days in the year as are those in the milk business.

The net result of these conditions has been that many dairies have suspended business, and that production has lagged way behind the demand.

The Honolulu Dairymen's Association is a very broad gauge organization—the humblest dairymen with one cow is as free to the use of all its facilities as is the largest stockholder.

"Its stock pays no dividends. Its entire capital is utilized for one purpose only, the marketing of milk for all producers who are willing to avail themselves of its facilities at exact cost. It is therefore a very unusual middleman, which, instead of charging exorbitant commission to the detriment of both producer and buyer, sells at cost, making no charge even for the interest on the large amount of capital invested. In other words the people of Honolulu have an endowed delivery system by which some \$35,000 worth of real estate and equipment is placed at their disposal, absolutely without charge."

Secretary Pond estimates the actual cost of production of milk here at not less than eight cents a quart. The cost of delivery, including the spillage, in the long run, which is nearly ten per cent of the milk handled, breakage of bottles, bad accounts, etc., is estimated at 3% cents per quart. There is nothing left, say the dairymen, for insurance, depreciation of plant or of herds, interest on the investment, and nothing for a profit for the work, which is claimed to be as arduous as any occupation in the islands.

"Our men work twelve, fourteen, eighteen hours a day, seven days in the week, and in all weathers," says Secretary Pond. "The work is terrific."

"It all comes down to this—the cost of production in Honolulu is far in excess of what it ought to be, but under present conditions it cannot be lowered. The association would welcome the naming of some expert, a disinterested person, who would go over our association plant, books, etc., make a thorough examination of the conditions under which we handle milk to the consumer, and then say whether or not twelve cents a quart is too much."

Co-Operative Business. The Honolulu Dairymen's Association is a co-operative business, and its stockholders say that it is the furthest possible removed from a "trust," although it is sometimes jokingly referred to here as the "milk trust." In explaining its principles to a representative of the Star-Bulletin, Mr. Pond said that any milk producer, no matter how small, may join by taking one share of stock, and get all the benefits that the holders of thousands of dollars' worth of shares get.

"We bar no one," said Mr. Pond. "We are glad to get everyone to join who wishes to do so. The milkmen bring their milk to the plant on Sheridan street and the association markets it, and the milkmen get their proportionate share, on the fifteenth of each month. It is a very simple arrangement and that it is a help to the small milkmen is shown by the fact that the association now handles probably a little better than eighty per cent of the milk furnished to Honolulu."

Mr. Pond pays a high tribute to S. W. Smith, manager of the association and in charge of its plant, at Sheridan street, off King street. "He is a very hard worker and I venture to say if we should lose him, we could not furnish milk as cheaply as we are now doing," is Mr. Pond's flattering opinion.

The officers of the Dairymen's Association are D. P. R. Isenberg, president; Percy M. Pond, secretary, S. W. Smith, manager.

GRAND SALE

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K. Isoshima

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The parents appreciate these facts also and say "OUR PRICES SAVE THEM MONEY."

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HIGH COST BOOSTS MILK

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cent of Honolulu's milk supply is handled by the dairymen's association, and consequently this increase will affect more than eighty per cent. of the people of Honolulu. The other twenty per cent. will be indirectly affected. Many of the private dairies, the small producers, are now selling at twelve cents a quart, and there is talk of a raise among these also. A general increase in the price of milk to consumers is what the announcement by the association means.

The Honolulu Dairymen's Association is suffering from a shortage of milk right now," says P. M. Pond, secretary of the association and one of its large stockholders. "This is extraordinary, because in the summer time, owing to the absence of a great many people, there is usually a large surplus."

Mr. Pond declares that the raise is made only with reluctance on the part of the association. "A year ago we had found out that eleven cents a quart is not sufficient to make the milk business financially sound in Honolulu. We talked it over, but owing to the terrific burden that people were already carrying in the high cost of living, we were unwilling to increase the price of milk."

"In the year since that time it has been proved that we can not continue to sell milk at eleven cents a quart. We would have to go out of business if we kept it up. During the past

few months many small dairies have suspended, others have sold out, and few have made any money."

"The raise is made effective October 1, says Secretary Pond, because the association faces the heavy demand of the winter months and it is hoped that the increase will result in a more nearly adequate supply."

Discussing the steadily increasing cost of milk production here, Secretary Pond says that every element in the cost has increased. Stock feed is extremely high, and land near Honolulu is too valuable to be used for grazing purposes. "Besides the very high cost of keeping the cattle and handling the milk," says Mr. Pond, "there is the undeniable fact that cows are not nearly such good producers in this climate as they are on the mainland. Their milk-giving power is affected just as soon as they are brought to this country."

"The cost of producing milk has

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